



## THE DUALITY OF FINANCING: THE FUNDAMENTALS OF LAND-SECURED FINANCING WORKSHOP

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On May 1, 2003, the exciting world of land-secured financing was the focus for the California Debt and Investment Advisory Commission (CDIAC), six dynamic speakers, and 43 public officials representing several cities, counties, and local governments throughout the state of California - all of which converged on the State Treasurer's Office in Sacramento to take part in a one-day workshop entitled *The Fundamentals of Land-Secured Financing*. Featured topics for the program included: Basic Structures of Assessment and Community Facilities Districts, Pre-Formation Considerations, District Formation Processes, Project Implementation, Bond Issuance, and Administration of Liens and Bonds. The workshop consisted of two sets of instructors from both public and private industry who compared and contrasted Mello-Roos and Special Assessment financing options.

The workshop was uniquely designed with two, three-person expert panels representing experienced private and public practitioners of land-secured financing for Assessment Districts (AD), and Community Facility Districts (CFD). The panels took a bifurcated approach to presenting the materials and offered a lively debate on which method best suited a project. Panelists stressed that the key is weighing the pros and cons for each financial situation, understanding the structure, formation, and eligibility of each financial venture, knowing the differences between and the applications of the AD and CFD, and adhering to the established goals and policies of your city, county, special district, and/or redevelopment agency. The presentation was crisp and inviting, and the speakers regularly interacted with the participants so that the workshop atmosphere was relaxed

and conducive to learning from both the speakers and the participants. Questions and issues were addressed by both the AD and CFD panel members, drawing on their knowledge and experience, giving participants distinctions between the AD and CFD and comprehensive responses and perspectives.

Representing the perspective of the AD was Sam Sperry, Bond Counsel from Orrick, Herrington, and Sutcliffe, LLP; Janine Windeshausen, Treasurer-Tax Collector from Placer County; and Joan Cox, P.E., Associate from Harris and Associates Realty Appraisal. Representing the perspective of the CFD was Larry Rolapp, Chairman and Chief Executive Officer from the financial advisory firm of Fieldman, Rolapp, & Associates; Robert Davison, Manager of Special Districts from Sacramento County Public Works; and Susan Goodwin, Managing Principal from the special tax consulting firm of Goodwin Consulting Group. Workshop participants gained access to these experts who provided a number of resources, tips, and solutions to land-secured financing basics.

*The Fundamentals of Land-Secured Financing Workshop* was presented as part of CDIAC's ongoing technical assistance program. The success of the program lends itself to becoming part of CDIAC's regularly offered workshop programs. CDIAC hopes to bring *The Fundamentals of Land-Secured Financing* to Southern California next year.

For those who were not able to attend, the slide presentation for this workshop is posted on CDIAC's web site at [www.treasurer.ca.gov/cdiac](http://www.treasurer.ca.gov/cdiac).

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